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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 3 April 1990

WESTERN REGION (WCPA)

Arizona State University
California Institute of Technology
California Poly. State University - San Luis Obispo
California State Poly University - Pomona
California State University - Fresno
California State University - Hayward
California State University - Long Beach
California State University - Los Angeles
California State University - Sacramento
University of California - Los Angeles
Gonzaga University
University of Idaho
Loyola Marymount University
Mills College
University of Nevada - Reno
Oregon State University
University of Oregon
Portland State University
University of Redlands
Saint Mary's College
San Diego State University
University of San Francisco
San Francisco State University
San Jose State University
Santa Clara University
University of Southern California
University of Southern California - Graduate School of Business
Stanford University
Washington State University
University of Washington
Westmont College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed comprise the **Western** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (March 9, 1990, through April 10, 1990) and cumulatively (September 1, 1989, and April 10, 1990).

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ISSN 1048-7743

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 3/9/90 THROUGH 4/10/90

CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	34	369	$22999	$25882	$25200	$23000	$22000	191	2290	$23538	$26141	$26496	$23000	$21500
BUSINESS ADMIN (INCL MGMT	12	105	26350	23741	*	*	*	69	508	23876	22730	30000	24600	16500
DISTRIBUTION MANAGEMENT	+	6	+	26116				+	34	+	25285			
ECONOM & FINANCE (BANKING	7	155	25383	24892	*	*	*	59	598	23157	24324	27000	23000	18000
HOTEL/RESTAURANT MGMT.	+	+	+	+				4	31	21900	20005	*	*	*
HUMAN RSRCS (incl LABOR R	+	4	+	19625				5	54	23400	23817	*	*	*
MANAGEMENT INFO SYSTEMS	+	72	+	28023				2	229	28700	27252	*	*	*
MARKETING/MARK MGMT (RESR	10	136	21760	22648	*	*	*	68	623	22795	22720	27600	22302	18000
REAL ESTATE	+	+	+	+				4	14	22800	24561	*	*	*
COMMUNICATIONS														
ADVERTISING	1	4	22500	17625	*	*	*	2	24	20250	18049	*	*	*
COMMUNICATIONS	2	13	26252	20859	*	*	*	15	115	18720	20182	*	*	*
JOURNALISM	2	8	17000	18000	*	*	*	3	44	15667	17500	*	*	*
TELECOMMUN/BROADCASTING	+	+	+	+				+	13	+	18101			
EDUCATION														
ELEMENTARY EDUCATION	1	45	10974	19655	*	*	*	30	276	14675	19162	21400	12400	10000
PRE-ELEMENTARY EDUCATION	+	1	+	19050				+	23	+	16783			
PHYSICAL EDUCATION	+	8	+	19562				+	31	+	19439			
SPECIAL EDUCATION	1	7	15186	19934	*	*	*	5	57	18913	19926	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	20000				3	37	12667	18932	*	*	*
TEXTILES & CLOTHING	+	+	+	+				2	30	15000	20538	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	28	+	18335			
HUMANITIES														
FOREIGN LANGUAGES	+	5	+	23461				+	10	+	21646			
LETTERS (incl English, Li	+	7	+	20471				10	58	16139	19222	*	*	*
VISUAL & PERFORMING ARTS	2	16	10000	19464	*	*	*	4	50	13000	19057	*	*	*
HUMANITIES - OTHER	+	2	+	22500				+	46	+	24915			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	2	+	21000				1	15	21500	20639	*	*	*
HISTORY	1	4	19880	18704	*	*	*	2	12	22940	21214	*	*	*
POLITICAL SCIENCE/GOVT	+	21	+	24650				7	61	22971	22269	*	*	*
PSYCHOLOGY	+	17	+	21864				7	68	21500	20077	*	*	*
SOCIOLOGY	3	9	15400	19144	*	*	*	4	20	17550	21689	*	*	*
SOCIAL SCIENCES-OTHER	+	11	+	21136				+	26	+	19028			
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	34	+	29977				3	150	30100	30510	*	*	*
AGRICULTURAL	+	14	+	28327				+	29	+	29815			
ARCHITECTURAL	+	7	+	30700				+	29	+	30301			
BIOENGINEERING & BIOMEDIC	+	14	+	31344				2	20	28000	30812	*	*	*
CHEMICAL	1	254	36516	35179	*	*	*	5	924	35271	35197	*	*	*
CIVIL	1	98	36500	27713	*	*	*	16	508	26722	27658	*	*	*
COMPUTER	1	66	28200	30727	*	*	*	2	148	29250	31307	*	*	*
ELECTRICAL/ELECTRONIC	4	265	31064	31830	*	*	*	28	1197	29465	31672	33000	30480	25343

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/9/90 THROUGH 4/10/90							CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	+	+	+			
INDUSTRIAL	5	92	$32560	$30491	*	*	*	12	388	$31309	$30850	*	*	*
MECHANICAL	1	259	32700	32719	*	*	*	18	1296	28499	32212	*	*	*
METALLURGICAL	+	12	+	33727				+	86	+	32239			
MINING (INCL GEOLOGICAL)	+	+	+	+				+	16	+	28961			
NUCLEAR	+	1	+	32220				+	16	+	30685			
PETROLEUM	+	28	+	34011				+	86	+	35434			
TEXTILE	+	+	+	+				+	3	+	33669			
ENGINEERING TECHNOLOGY	2	61	29860	28311	*	*	*	13	162	28949	29315	*	*	*
INDUSTRIAL TECHNOLOGY	+	4	+	29960				1	25	28000	25774	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	30	+	21852				1	65	28800	22199	*	*	*
ANIMAL SCIENCES	+	4	+	17517				+	20	+	17768			
PLANT SCIENCES	+	18	+	21831				+	23	+	21694			
NATURAL RESOURCES	+	1	+	20700				+	5	+	18480			
OTHER AGRICULTURAL SCIENC	+	13	+	22622				+	27	+	23971			
COMPUTER SCIENCE														
COMPUTER SCIENCE	5	120	31844	30303	*	*	*	30	463	29073	29402	$33600	$30096	$20000
COMPUTER PROGRAMMING	+	4	+	28275				+	34	+	28501			
INFORMATION SCIENCES & SY	+	44	+	27822				1	180	32000	28432	*	*	*
SYSTEMS ANALYSIS	+	1	+	28980				+	3	+	27827			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	26000				+	48	+	26526			
HEALTH SCIENCES	+	5	+	15000				1	21	18000	20691	*	*	*
NURSING	+	1	+	23000				1	23	32000	26630	*	*	*
PHARMACY	+	3	+	35000				+	20	+	33790			
SCIENCES														
ACTUARIAL	+	20	+	20411				+	27	+	22634			
ARCHITECTURAL & ENVIRONME	+	43	+	25533				2	54	21600	25068	*	*	*
BIOLOGICAL	+	6	+	20956				1	30	22000	21286	*	*	*
CHEMISTRY	+	24	+	30198				+	65	+	28809			
GEOLOGY & GEOLOGICAL SCI	+	9	+	25893				1	18	20000	22890	*	*	*
MATHEMATICS	2	47	25750	27741	*	*	*	5	107	25617	25600	*	*	*
PHYSICS	+	3	+	30465				+	13	+	26262			
OTHER PHYSICAL & EARTH SC	+	+	+	+				+	2	+	24000			
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	24	+	26861			
TOTALS	98	2636						640	11780					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/9/90 THROUGH 4/10/90							CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	26	282	$22653	$26278	$23000	$23000	$22000	143	1796	$23184	$26398	$26000	$23000	$21000
ACCOUNTING (PRIVATE)	8	82	24475	24496	*	*	*	44	505	24739	24960	27000	25000	22000
COMMERCIAL BANKING (CNSMR	+	34	+	20038				3	77	22000	20642	*	*	*
COMMERCIAL BANKING (LENDG	+	11	+	22436				2	69	19000	22775	*	*	*
INVESTMT BANKING (CORP FN	1	3	25200	29733	*	*	*	2	18	25100	28414	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	5	+	24627			
INVESTMT BANKG (REAL EST)	+	4	+	23997				1	10	32000	24619	*	*	*
INVESTMT BANKG (SALES & T	+	7	+	19500				+	11	+	19550			
FINANCIAL/TREASURY ANALYS	4	44	29265	26584	*	*	*	31	224	25189	26424	27600	25680	21000
PORTFOLIO MGMT/BROKERAGE	+	4	+	22125				8	25	18500	20620	*	*	*
UNDERWRITING	+	5	+	21800				2	43	25800	22005	*	*	*
INSURANCE - CLAIMS	1	13	22500	22723	*	*	*	6	52	22003	22131	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	5	+	18177				2	15	16000	18778	*	*	*
MEDIA PLANNING	+	+	+	+				+	9	+	19382			
REPORTING	+	3	+	15076				+	10	+	15669			
PRODUCTION	+	2	+	12700				+	20	+	24974			
PUBLIC RELATIONS	+	8	+	21417				3	35	20167	20964	*	*	*
WRITING / EDITING	+	6	+	18333				2	28	21860	18036	*	*	*
MARKETING														
ADVERTISING	+	8	+	21313				2	32	19020	19642	*	*	*
BRAND/PRODUCT MANAGEMENT	+	34	+	26252				17	89	24621	25626	*	*	*
BUYER/MERCHANDISING	2	26	28000	24742	*	*	*	9	122	26554	22869	*	*	*
DISTRIBUTION	1	13	18720	25941	*	*	*	3	42	23307	26649	*	*	*
MARKET RESEARCH	+	17	+	24052				+	32	+	24897			
PURCHASING	2	9	25750	24722	*	*	*	4	28	22925	24034	*	*	*
SALES	9	143	22712	24623	*	*	*	57	677	24252	24676	31002	24600	17000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	4	+	20257				+	21	+	20551			
FINANC,TAXA, MONETARY POL	2	10	22750	25090	*	*	*	2	24	22750	23214	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				4	11	27000	26699	*	*	*
LAW ENFORCEMENT	+	2	+	21000				+	14	+	24500			
MILITARY	+	33	+	21710				+	71	+	21683			
NATIONAL SECURITY	+	+	+	+				+	2	+	26850			
URBAN / REGIONAL PLANNING	+	2	+	24000				+	3	+	25167			
ENGINEERING														
BIOENGINEERING	+	6	+	33548				+	18	+	29552			
DESIGN / CONSTRUCT	+	104	+	29946				10	715	30010	29975	*	*	*
ENVIRONMENTAL/SANITATION	+	16	+	26489				3	72	32945	28327	*	*	*
MANUFACTURING/INDUSTRIAL	1	183	32700	32212	*	*	*	8	886	30772	32180	*	*	*
SYSTEMS / PROGRAMMING	4	36	29480	31845	*	*	*	8	165	29903	31019	*	*	*
POWER SYSTEMS	+	50	+	32249				6	178	30523	31902	*	*	*
SOFTWARE DESIGN & DEVELOP	+	29	+	31713				5	146	29560	31465	*	*	*
HARDWARE DESIGN & DEVELOP	+	24	+	31530				2	120	25000	31844	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/9/90 THROUGH 4/10/90							CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	+	77	+	$32894				2	334	$27000	$32089	*	*	*
TESTING	5	21	$30940	30940	*	*	*	7	126	31057	30554	*	*	*
PROCESS ENGINEERING	1	207	36516	34990	*	*	*	5	726	35271	35034	*	*	*
PROJECT ENGINEERING	1	90	30600	32940	*	*	*	8	469	29140	32403	*	*	*
OTHER ENGINEERING	6	297	31943	31137	*	*	*	37	889	27375	31356	$32100	$26220	$23808
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	2	+	27500				2	20	22050	22273	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	+	+	+			
MEDICAL TECHNOLOGY	+	+	+	+				+	10	+	22371			
NURSES / PERSONAL CARE	+	3	+	32667				1	26	32000	26542	*	*	*
OCCUPATIONAL THERAPY	+	2	+	23000				+	18	+	25980			
PHARMACIST	+	3	+	35000				+	10	+	35363			
PHYSICAL THERAPY	+	3	+	15000				+	21	+	27419			
RESPIRATORY THERAPY	+	3	+	28427				+	6	+	23297			
OTHER HEALTH RELATED	+	9	+	18963				+	37	+	20500			
SOCIAL SERVICES														
ADMINISTRATION	+	1	+	23000				1	14	25000	18376	*	*	*
COUNSELING	+	3	+	18667				1	29	15600	16588	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	5	+	17180			
SOCIAL WORK	+	3	+	21733				+	20	+	18479			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	2	151	31400	29059	*	*	*	12	449	29002	28527	*	*	*
INFORMATION SYSTEMS	2	46	34760	29419	*	*	*	10	214	26748	27506	*	*	*
SYSTEMS ANALYSIS & DESIGN	+	64	+	29054				8	230	29187	29539	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	9	+	29101				+	22	+	29398			
AGRICULTURE/NAT'L RESOURC	+	32	+	20704				+	81	+	20477			
ARCHITECTURE	+	8	+	24851				1	14	19200	22047	*	*	*
CONSULTING	1	97	[illegible]	28645	*	*	*	7	297	23600	28318	*	*	*
HUMAN RESRCS /INDUS RELS	+	7	+	22770				5	46	22817	23113	*	*	*
MANAGEMENT TRAINEE	13	138	21769	22488	*	*	*	88	706	20972	21616	26500	21000	15300
MATH/STATISTICIANS	+	3	+	21412				+	11	+	22739			
PARALEGAL	+	3	+	16813				+	8	+	16593			
RESEARCHERS NON-TECHNICAL	+	17	+	21620				1	21	26000	21978	*	*	*
RESEARCHERS - TECHNICAL	+	8	+	31091				1	29	22000	27939	*	*	*
TEACHING	6	67	12673	19656	*	*	*	54	472	15197	19158	21979	13274	10000
TOTALS	98	2636						640	11780					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

WCPA REGIONAL Report No. 3 APRIL 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/9/90 THROUGH 4/10/90							CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	8	+	$27438				1	144	$22800	$29141	*	*	*
MBA--NON-TECH	+	76	+	37423				1	193	24000	35305	*	*	*
MBA--TECH	+	31	+	39125				+	55	+	38132			
MS-BUSINESS	2	3	$34900	31933	*	*	*	11	19	31764	33679	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	1	+	33000				2	33	23580	37349	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	5	+	27823				+	18	+	29963			
MANAGEMENT INFORMATION SY	1	7	39200	32933	*	*	*	4	12	35050	33411	*	*	*
MARKETING/MKTNG MGT (RESE	+	2	+	32250				+	8	+	36279			
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	1	1	19200	19200	*	*	*	2	4	27100	26550	*	*	*
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				1	9	26399	26681	*	*	*
ELEMENTARY EDUCATION	+	2	+	19500				6	24	23546	22337	*	*	*
PHYSICAL EDUCATION	+	4	+	36024				+	5	+	33719			
READING EDUCATION	+	1	+	22000				+	1	+	22000			
SPECIAL EDUCATION	+	5	+	24800				5	25	22720	22244	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	26000			
LETTERS	+	1	+	20000				+	3	+	18000			
VISUAL & PERFORMING ARTS	1	1	18000	18000	*	*	*	1	2	18000	19500	*	*	*
HUMANITIES - OTHER	+	+	+	+				+	2	+	21500			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	1	+	20000			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	6	+	29698				+	26	+	24731			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES - OTHER	+	+	+	+				+	5	+	22535			

continued

WCPA REGIONAL Report No. 3 APRIL 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 3/9/90 THROUGH 4/10/90							CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	2	+	$34940				+	18	+	$34887			
AGRICULTURAL	+	+	+	+				+	3	+	36100			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	1	+	42000			
CHEMICAL	+	10	+	36450				+	48	+	36943			
CIVIL	+	7	+	31711				1	102	$38496	32051	*	*	*
COMPUTER	+	8	+	34952				+	20	+	34655			
ELECTRICAL/ELECTRONIC	+	33	+	37195				8	139	35945	36870	*	*	*
INDUSTRIAL	+	14	+	35163				2	41	36500	35355	*	*	*
MECHANICAL	1	27	$33500	37032	*	*	*	1	124	33500	36840	*	*	*
METALLURGICAL	+	4	+	37973				+	20	+	37176			
MINING & MINERAL	+	+	+	+				+	1	+	30000			
NUCLEAR	+	5	+	34834				+	6	+	33829			
PETROLEUM	+	14	+	38749				+	24	+	38281			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	5	+	25450			
HEALTH SCIENCES	+	5	+	17403				+	7	+	18374			
NURSING	+	2	+	34900				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	+	+	+			
ARCHITECTURAL & ENVIRONME	+	3	+	25932				+	3	+	25932			
BIOLOGICAL	+	4	+	33861				+	6	+	29441			
CHEMISTRY	+	2	+	28880				+	11	+	31972			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	7	+	36803				+	62	+	36881			
SCIENCES														
GEOLOGY & RELATED GEOLOGI	+	18	+	35038				+	31	+	33802			
MATHEMATICS (INCL ACTUARI	+	1	+	37000				+	12	+	30244			
PHYSICS	+	4	+	29624				+	9	+	29796			
POLYMER	+	+	+	+				+	2	+	34980			
TOTALS	6	324						46	1287					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/9/90 THROUGH 4/10/90							CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	2	86	$29000	$47587	*	*	*	2	145	$29000	$45254	*	*	*
MBA--TECH	+	34	+	50493				+	45	+	50884			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	121	+	50763				+	174	+	48973			
MBA--TECH	+	70	+	52695				+	108	+	52227			
OVER 4 YEARS														
MBA--NON-TECH	+	64	+	52656				+	118	+	47905			
MBA--TECH	+	40	+	57468				+	53	+	56744			
TOTALS	2	415						2	643					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/9/90 THROUGH 4/10/90							CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	+	1	+	$42000				+	2	+	50000			
ECONOMICS	+	1	+	42096				+	3	+	44000			
EDUCATION														
EDUCATION ADMINISTRATION	+	8	+	47181				+	14	+	42446			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	29040				+	1	+	29040			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	+	+	+				+	1	+	24000			
PSYCHOLOGY	+	5	+	33400				+	6	+	32167			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	4	+	31200			
ENGINEERING														
AEROSPACE	+	2	+	47496				+	3	+	48331			
CHEMICAL	1	15	$48000	51801	*	*	*	1	40	$48000	51113	*	*	*
CIVIL	+	2	+	48492				+	3	+	44728			
COMPUTER	+	+	+	+				+	1	+	57000			
ELECTRICAL/ELECTRONIC	+	11	+	49361				1	21	57000	53232	*	*	*
INDUSTRIAL ENGINEERING	+	2	+	51500				+	2	+	51500			
MECHANICAL	+	3	+	49328				+	10	+	47712			
METALLURGICAL	+	3	+	48800				+	9	+	49969			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	5	+	38698				+	7	+	37227			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	11	+	42695				+	47	+	44900			
GEOLOGICAL SCIENCES	+	7	+	35937				+	7	+	35937			
MATHEMATICS	+	1	+	35000				+	4	+	34750			
PHYSICS	2	5	41544	40718	*	*	*	4	9	42492	41385	*	*	*
POLYMER	+	3	+	48000				+	4	+	47250			
TOTALS	3	86						6	199					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	23179 139 27500/21000			25200 1		24000 1			
BUSINESS ADMIN (INCL MGMT				21500 2		23200 3		21500 1	
ECONOM & FINANCE (BANKING	27000 4			21720 5			24000 1	25250 2	
MANAGEMENT INFO SYSTEMS							25000 1		
MARKETING/MARK MGMT (RESR				23467 3		24000 1	22153 3	24000 1	
COMMUNICATIONS						12000 1	10000 1		
PSYCHOLOGY					10000 1	30000 1			
SOCIOLOGY				19200 1					
CIVIL									32000 1
COMPUTER							29250 2		
ELECTRICAL/ELECTRONIC						33000 1			32367 3
INDUSTRIAL								26000 1	
COMPUTER SCIENCE				26760 1		28667 3	32630 4	40000 1	
ARCHITECTURAL & ENVIRONME			19200 1						24000 1
MATHEMATICS							25750 2		

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	
ACCOUNTING	23986	16			22000	1										
BUSINESS ADMIN (INCL MGMT	26936	5			17436	2	21405	4			19699	14			16500	1
ECONOM & FINANCE (BANKING	22153	15			19900	2	24000	2			21840	5				
HOTEL/RESTAURANT MGMT.					20200	3										
HUMAN RSRCS (incl LABOR R							23000	1	20000	1	21000	2				
MARKETING/MARK MGMT (RESR	23133	6	19000	1	23000	2	21900	1			22196 28500/19000	22				
REAL ESTATE	21600	2														
ADVERTISING	18000	1									22500	1				
COMMUNICATIONS	24500	2									20214	7				
JOURNALISM															13000	1
TEXTILES & CLOTHING											15000	2				
CRIMINAL JUSTICE											21500	1				
POLITICAL SCIENCE/GOVT	27500	1									20660	5				
PSYCHOLOGY	29000	2	15300	1			21600	1								
SOCIOLOGY	17000	1									17000	2				
ENGINEERING TECHNOLOGY											30000	1				
COMPUTER SCIENCE	29400	1					22500	1								

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING						24436 4	23000 10		
BUSINESS ADMIN (INCL MGMT			26860 2	28000 1		27500 1	20492 2		
ECONOM & FINANCE (BANKING	19000 1		24400 3			19000 1			
HUMAN RSRCS (incl LABOR R						32000 1			
MARKETING/MARK MGMT (RESR	21500 2		20400 1						26000 1
REAL ESTATE	24000 2								
JOURNALISM					10000 1				
ELEMENTARY EDUCATION					14675 30 23517/10000				
SPECIAL EDUCATION					18913 5				
HUMAN ECOLOGY (HOME ECONO					12667 3				
LETTERS (incl English, Li					15737 8	20500 1			
VISUAL & PERFORMING ARTS					13000 4				
HISTORY					19880 1				
CHEMICAL				36516 1					
CIVIL				36500 1		25600 1	25718 12		
ELECTRICAL/ELECTRONIC				33400 1		25263 8			
INDUSTRIAL			32200 1			32050 4			
MECHANICAL						25862 7	25343 1		
COMPUTER SCIENCE						20548 4			
HEALTH SCIENCES									18000 1
NURSING									32000 1
GEOLOGY & GEOLOGICAL SCI					20000 1				
MATHEMATICS					22544 2				

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING	22000 1				26620 3			24533 3	30000 1
BUSINESS ADMIN (INCL MGMT					25975 4		25000 1	28350 4	27386 7
ECONOM & FINANCE (BANKING					25380 1				25800 2
MARKETING/MARK MGMT (RESR									25111 6
COMMUNICATIONS									24152 2
HISTORY		26000 1							
POLITICAL SCIENCE/GOVT						30000 1			
PSYCHOLOGY			15600 1						
AEROSPACE & AERONAUTICAL					30100 3				
BIOENGINEERING & BIOMEDIC									28000 2
CHEMICAL									34613 3
ELECTRICAL/ELECTRONIC					30228 9				34440 1
INDUSTRIAL					31850 2				29501 2
MECHANICAL					29940 5		27900 2		
ENGINEERING TECHNOLOGY					28134 7			24300 2	
INDUSTRIAL TECHNOLOGY					28000 1				
AGRIBUSINESS									28800 1
COMPUTER SCIENCE					30320 5			28128 1	32400 1
BIOLOGICAL									22000 1

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL	MINING	PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	28340	3									18000	1			26347	5
BUSINESS ADMIN (INCL MGMT	28167	3	24300	2	25000	1	22500	1							26650	2
ECONOM & FINANCE (BANKING	24800	5	22340	2	25250	2									24625	4
HOTEL/RESTAURANT MGMT.															27000	1
MANAGEMENT INFO SYSTEMS	32400	1														
MARKETING/MARK MGMT (RESR	20367	3	23040	1	17950	4	23600	2							25750	4
COMMUNICATIONS					10000	2										
JOURNALISM					24000	1										
CHEMICAL															36000	1
ELECTRICAL/ELECTRONIC	32010	2	28450	2												
INDUSTRIAL	32001	1			34600	1										
MECHANICAL	31200	1													35900	1
ENGINEERING TECHNOLOGY	31800	1			35000	1									33996	1
COMPUTER SCIENCE	29100	6													34500	1
INFORMATION SCIENCES & SY													32000	1		
MATHEMATICS			31500	1												

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING							25500 2
BUSINESS ADMIN (INCL MGMT							24631 6
ECONOM & FINANCE (BANKING			20000 2				
MARKETING/MARK MGMT (RESR	19000 1				16020 1		35000 2
LETTERS (incl English, Li	15000 1						
CIVIL							24840 1
ELECTRICAL/ELECTRONIC							32000 1
MECHANICAL							34000 1
COMPUTER SCIENCE							33600 1

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	23285 143 27500/21300			22200 12	10000 1	22800 7	20910 6	24000 4	
BACHELOR - TECHNICAL			19200 1	26760 1		29750 4	30065 8	33000 2	30620 5

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	23574 51 48000/18000	17150 2	20327 10	22236 9	20000 1	20788 61 33000/16000			14750 2
BACHELOR - TECHNICAL	29400 1			22500 1		30000 1			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	22000 5		24553 6	28000 1	15011 52 26000/10000	24593 8	22582 12		26000 1
BACHELOR - TECHNICAL			32200 1	35472 3	21696 3	25797 24 33000/20000	25689 13		25000 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	22000 1	26000 1	15600 1		26143 8	30000 1	25000 1	26714 7	26237 18
BACHELOR - TECHNICAL					29759 32 32700/28000		27900 2	25576 3	30589 11

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	25801 15	23264 5	19130 10	23233 3			18000 1		25846 16
BACHELOR - TECHNICAL	30329 11	29467 3	34800 2					32000 1	35099 4

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	17000 2		20000 2		16020 1		26878 10
BACHELOR - TECHNICAL							31110 4

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	23206 142 30204/21300	24648 32 33000/22000							24181 14
BUSINESS ADMIN (INCL MGMT	20000 1	22080 1	23000 1				32000 1		27160 3
ECONOM & FINANCE (BANKING		24786 7	20000 1	19000 1	25100 2				25772 12
MARKETING/MARK MGMT (RESR		25500 2	23000 1	19000 1					25800 2
REAL ESTATE		25200 1							
COMMUNICATIONS		28000 1							

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT			21540 3	12000 1				16500 1	
ECONOM & FINANCE (BANKING	18400 3	30000 1							
HUMAN RSRCS (incl LABOR R			23000 1						
MARKETING/MARK MGMT (RESR	24000 1		21900 1	20000 1				22000 2	
REAL ESTATE	18000 1								
ADVERTISING	18000 1								
JOURNALISM									13000 1
POLITICAL SCIENCE/GOVT	22800 1								
PSYCHOLOGY	10000 1	21600 1							
ELECTRICAL/ELECTRONIC									30720 1
COMPUTER SCIENCE			22500 1						

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									24000 1
BUSINESS ADMIN (INCL MGMT		29625 4	26554 9	21960 2		22925 4	27017 12		
ECONOM & FINANCE (BANKING		18067 3					21414 7		21500 1
HOTEL/RESTAURANT MGMT.		27000 1							
HUMAN RSRCS (incl LABOR R							18000 1		
MARKETING/MARK MGMT (RESR	23040 1	25872 5		26000 1			23722 21 40000/18000		
REAL ESTATE							24000 2		
ADVERTISING							22500 1		
COMMUNICATIONS		19500 2					17076 4		
JOURNALISM							24000 1		
LETTERS (incl English, Li	15000 1	20500 1							
POLITICAL SCIENCE/GOVT		30000 1					27500 1		
PSYCHOLOGY							29000 2		
BIOENGINEERING & BIOMEDIC							28000 2		
INDUSTRIAL							29501 2		
AGRIBUSINESS							28800 1		

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR		LAW ENFORCEMEN		MILITARY		NATIONAL SECUR		URBAN / REGION		BIOENGINEERING		DESIGN / CONST		ENVIRONMENTAL/		MANUFACTURING/	
ECONOM & FINANCE (BANKING	27000	4																
AEROSPACE & AERONAUTICAL													29100	1				
CIVIL															32718	2		
ELECTRICAL/ELECTRONIC													28908	2	33400	1	30396	1
INDUSTRIAL													32001	1			32200	2
MECHANICAL													30100	5			29022	2
ENGINEERING TECHNOLOGY													30680	1			31113	3

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	27500 1								
ECONOM & FINANCE (BANKING	27000 1								
AEROSPACE & AERONAUTICAL					30000 1	31200 1			
CHEMICAL							35271 5		
CIVIL								25152 2	25985 12
COMPUTER	29250 2								
ELECTRICAL/ELECTRONIC	32910 2	30523 6		20000 1	24000 1			31616 1	28646 11
INDUSTRIAL						31940 5			34800 1
MECHANICAL			31200 1	30000 1				31100 2	25862 7
ENGINEERING TECHNOLOGY								29667 3	28079 4
INDUSTRIAL TECHNOLOGY									28000 1
COMPUTER SCIENCE	30200 2		29150 4						30000 1
MATHEMATICS						26500 1			

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BUSINESS ADMIN (INCL MGMT	26100 1								
HEALTH SCIENCES	18000 1								
NURSING				32000 1					

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT						25000 1			
MANAGEMENT INFO SYSTEMS							28700 2		
MARKETING/MARK MGMT (RESR					14400 1	21000 1			
LETTERS (incl English, Li	25000 1								
PSYCHOLOGY		15600 1							
COMPUTER SCIENCE					30213 10	27413 6	29349 6		
INFORMATION SCIENCES & SY						32000 1			
MATHEMATICS					31500 1	25000 1			

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART B - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				24600 2					
BUSINESS ADMIN (INCL MGMT		21500 1	20695 3	20857 19					
ECONOM & FINANCE (BANKING		25250 2		21286 14					
HOTEL/RESTAURANT MGMT.				20200 3					
HUMAN RSRCS (incl LABOR R			26000 2	24000 1					
MARKETING/MARK MGMT (RESR		24000 1		21524 26 26500/19000					
COMMUNICATIONS				18188 8					
JOURNALISM									10000 1
ELEMENTARY EDUCATION									14675 30 23517/10000
SPECIAL EDUCATION									18913 5
HUMAN ECOLOGY (HOME ECONO									12667 3
TEXTILES & CLOTHING				15000 2					
LETTERS (incl English, Li									14413 7
VISUAL & PERFORMING ARTS									13000 4
CRIMINAL JUSTICE				21500 1					
HISTORY							26000 1		19880 1
POLITICAL SCIENCE/GOVT				20125 4					
PSYCHOLOGY				22650 2					
SOCIOLOGY				17550 4					
ELECTRICAL/ELECTRONIC				33000 1					
INDUSTRIAL		26000 1							
ENGINEERING TECHNOLOGY		19200 1		31800 1					
ARCHITECTURAL & ENVIRONME	19200 1	24000 1							

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BIOLOGICAL								22000 1	
GEOLOGY & GEOLOGICAL SCI									20000 1
MATHEMATICS									22544 2

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	23184 143 30204/21000	24739 44 33000/22000	22000 3	19000 2	25100 2		32000 1		25189 31 42000/21000
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	18500 8	25800 2	21904 5	16000 2				20167 3	13000 1
BACHELOR - TECHNICAL			22500 1						30720 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	19020 2	24621 17	26554 9	23307 3		22925 4	23819 52 48000/17000		22750 2
BACHELOR - TECHNICAL							28760 5		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	27000 4								
BACHELOR - TECHNICAL							30010 10	32945 3	30772 8

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	27250 2								
BACHELOR - TECHNICAL	30787 6	30523 6	29560 5	25000 2	27000 2	31057 7	35271 5	29140 8	27375 37 36500/23808

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	26100 1								
BACHELOR - TECHNICAL	18000 1			32000 1					

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	25000 1	15600 1			14400 1	23000 2	28700 2		
BACHELOR - TECHNICAL					30330 11	27685 8	29349 6		

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		24000 4	22817 5	20706 86 30000/15300			26000 1		14815 51 26000/10000
BACHELOR - TECHNICAL	19200 1	23067 3		32400 2				22000 1	21696 3

AVERAGE SALARY OFFERS APRIL 1990 WCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 4/10/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH					24000 1				
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							